

## Financial Services Deals for November 2021

Company Name	Description	Deal Synopsis
ACG Wealth	Operator of a wealth management firm intended for high-net-worth individuals, families and their businesses. The company offers active investment management, life access, insurance assessment, online investing with human guidance and retirement plan advisory, enabling transparent and personalized financial support as per clients' needs.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on November 2, 2021 for an undisclosed amount.
Alpharetta Underwriters	Provider of excess & surplus (E&S) underwriting services catering to the construction industry. The company specializes in construction risks that are deemed unfavorable to the standard market that have claim or coverage issues, enabling clients to get effective coverage possible to mitigate an insured's liability exposure.	The company was acquired by Venbrook Insurance Services, via its financial sponsor Parthenon Capital Partners, through an LBO on November 10, 2021 for an undisclosed sum.
American Reliable Insurance	Provider of specialty personal lines and agricultural insurance products. The company underwrites and distributes manufactured home, dwelling, homeowner, watercraft, motorcycle, farm and ranch insurance products through its general and independent agents	The company, a subsidiary of Global Indemnity Group, was acquired by K2 Insurance Services, via its financial sponsors Ares Capital Corporation BDC, Lee Equity Partners, TCG BDC II and TCG BDC, through an LBO on November 4, 2021 for an undisclosed sum.
Ashley & Associates Insurance Agency	Operator of an insurance agency and broker firm intended to serve the needs of individuals, families and businesses across the United States. The company offers plans for all lines of insurance including commercial, personal, auto, property and casualty, life and health, helping customers to build a secure future for themselves and their families.	The company was acquired by Choice Insurance Agency, via its financial sponsor Northlane Capital Partners, through an LBO on November 30, 2021 for an undisclosed amount. The acquisition increases Choice Insurance Agency's market presence in Southeastern Virginia.
Better Business Planning	Provider of insurance and business administration consulting services providing services through Illinois. The company specializes in designing and implementing customized employee benefits solutions as well as offers a variety of complimentary services including payroll management, human resources consulting, risk management and retirement planning, enabling clients to better manage their businesses.	The company was acquired by Risk Strategies Company, via its financial sponsors Kelso Private Equity and HarbourVest Partners, through an LBO on November 1, 2021 for an undisclosed amount. The acquisition will allow the company to leverage the strength of a top national broker to enhance their client partnership while still providing service to their local communities.

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Calculated Risk Advisors	Operator of a boutique insurance brokerage and risk management consultancy firm based in Chicago, Illinois. The company offers risk consulting and professional liability insurance brokerage, which supports its clients on alternative risks, complex insurance and errors and omissions.	The company was acquired by Hub International, via its financial sponsors AlInvest Partners, Altas Partners, HarbourVest Partners, Hellman & Friedman and Alaska Permanent Fund, through an LBO on November 1, 2021 for an undisclosed amount.
Choice Insurance Agency	Provider of insurance and personal consultation services to a range of commercial and individual customers. The company provides property and casualty insurance and employee benefits services, enabling insurance companies to ensure people and their assets are properly insured.	The company received an undisclosed amount of development capital from Northlane Capital Partners, Mr. Richard Braun and other investors on November 2, 2021. This investment adds capital resources and expertise that will accelerate the company's growth, particularly with respect to our acquisition strategy.
Clark & Lavey Benefits Solutions	Provider of employee benefits brokerage services intended for businesses. The company specializes in HR support and services, cost-containment strategies, wellness programs and employee health plans, thereby maximizing cost savings while attracting and retaining top employees.	The company was acquired by The Hilb Group, via its financial sponsor The Carlyle Group, through an LBO on November 1, 2021 for an undisclosed amount.
Consultative Insurance Group	Provider of personal and commercial insurance products and services focused on ensuring maximum protection available for clients. The company offers products and services catering to business insurance, personal and life insurance, pet insurance, property and liability insurance as well as other specialty insurance programs, delivering a variety of insurance protection allowing clients to concentrate on their profit.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on November 9, 2021 for an undisclosed amount. Through this acquisition, Relation Insurance Services enters the Ohio marketplace and expands its existing South Carolina footprint.
D'Amico Insurance	Provider of insurance services based in Winsted, Connecticut. The company offers commercial and personal insurance products.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on November 11, 2021 for an undisclosed sum.

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Griffin Maclean Insurance Brokers	Operator of an insurance brokerage intended to serve individuals, families and businesses throughout Washington and Alaska. The company operates in various sectors of insurance such as personal, business, life, health and group benefits, providing protection and risk management assistance to its clients at competitive prices.	The company was acquired by USI Insurance Services, via its financial sponsors Kohlberg Kravis Roberts and Caisse de dépôt et placement du Québec, through an LBO on November 15, 2021 for an undisclosed amount. The acquisition expands USI Insurance Services' commercial and personal risk expertise to current and future clients throughout Washington state and beyond.
H&S Insurance Services	Provider of insurance brokerage services intended for motorsports, construction and hospitality industries. The company specializes in commercial, personal, benefits and risk management insurance services, helping minimize risk and find the right company and coverage for your insurance requirements.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on November 22, 2021 for an undisclosed amount.
McSherry & Hudson	Operator of an insurance brokerage agency intended for construction, agribusiness and commercial property management. The company advises on a range of services including risk management, employee benefit, complex business model strategy, risk control, insurance marketing, alternative risk financing strategy and training, helping businesses lower risk and increase profits.	The company was acquired by Alera Group, via its financial sponsors Genstar Capital, Flexpoint Ford and The Carlyle Group, through an LBO on November 15, 2021 for an undisclosed amount.
Pawson Insurance Group	Provider of insurance services for condo/homeowners associations, restaurants, transportation companies, trade contractors and construction companies. The company offers property/casualty, auto, flood, life insurance and employee benefits coverages.	The company was acquired by Risk Strategies Company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on November 9, 2021 for an undisclosed sum.
Ratliff Insurance Agency	Operator of insurance agency intended for individuals and businesses. The company offers automobile insurance, homeowners insurance, commercial insurance, life insurance and renters insurance services, thereby minimizing financial risk.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on November 2, 2021 for an undisclosed amount.

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Company Name	Description	Deal Synopsis
Rider Insurance Group	Provider of independent insurance brokerage services dedicated to serving the coverage needs of local area individuals, families and businesses. The company offers personal insurance for auto, boat, condo, flood, life, motorcycle, home as well as business insurance, helping clients with a wide variety of coverages to meet their insurance needs.	The company was acquired by Hub International, via its financial sponsors Hellman & Friedman, AlInvest Partners, Altas Partners, HarbourVest Partners and Alaska Permanent Fund, through an LBO on November 4, 2021 for an undisclosed amount. The addition of the company will continue to complement and strengthen Hub International's personal insurance solutions.
Sinclair Financial Solutions	Provider of financial planning services intended to serve individuals, families and business owners. The company offers financial planning on retirement, end-of-life, real estate and education and also advises about mutual funds, savings and insurance products.	The company was acquired by Simplicity Group Holdings, via its financial sponsor Lee Equity Partners, through an LBO on November 3, 2021 for an undisclosed sum.
Sound Financial Planning	Provider of wealth management services intended for high-net-worth individuals and families. The company offers financial planning, investment management, education planning and specializes in retirement and estate planning services, helping clients minimize risks and maximize returns.	The company was acquired by EP Wealth Advisors, via its financial sponsor Berkshire Partners, through an LBO on November 19, 2021 for an undisclosed amount. The transaction expands EP Wealth Advisors' assets under management by more than \$103 million.
Stateline Senior Services	Provider of insurance and investment advisory services focused on the needs of the retired and soon to retire individuals. The company offers a wide range of planning and advisory services catering to mortgages, health plans, home care, estate and trust planning, long-term care insurance as well as retirement planning to clients in North Central Connecticut and the surrounding communities in Connecticut, managing their investment portfolios and helping them preserve assets.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC and Harvest Partners, through an LBO on November 5, 2021 for an undisclosed amount. The acquisition enables the company to gain access to Integrity Marketing Group's resources, marketing support and technology that will help in achieving its objectives.

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Company Name	Description	Deal Synopsis
Stonegate Capital	Provider of diversified private credit investment to lower middle-market businesses and emerging brands. The company provides a stable source of credit facilities as an alternative to traditional sources of debt capital that are limiting the exposure due to risks, increasing costs and regulations, enabling clients to uncover opportunities and find creative ways to collateralize obligations that would normally not be considered by other lenders.	The company was acquired by SG Credit Partners, via its financial sponsors MidMark Capital, The Cynosure Group and The 4612 Group, through an LBO on November 2, 2021 for an undisclosed sum. This acquisition strengthens SG Credit Partners' product platform including the ability to structure senior and junior debt as well as provide both cash flow and asset-based loans.
Stromsoe	Provider of insurance brokerage services intended for organizations and individuals. The company offers a range of services including business insurance, personal insurance and employee benefits to its customer.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on November 23, 2021 for an undisclosed amount.
Synergy Adjusting	Provider of claims management adjuster services intended for major hotel corporations, mall owners and churches. The company offers catastrophe response, residential property, transportation adjustment and pre-risk survey, enabling the clients with claims help and advice at the same time.	The company was acquired by Cor Partners, via its financial sponsor BW Forsyth Partners, through an LBO on November 22, 2021 for an undisclosed amount.
Tanna Insurance	Provider of insurance advisory services intended for families, individuals and businesses. The company offers advice in different types of insurances including commercial, automotive, home, commercial property as well as employee and professional insurance, enabling customers to protect themselves from future uncertainties and risks	The company was acquired by Hub International, via its financial sponsors Alaska Permanent Fund, HarbourVest Partners, Hellman & Friedman, AlInvest Partners and Altas Partners, through an LBO on November 1, 2021 for an undisclosed amount.
Vanner Insurance Agency	Provider of insurance services intended for contractor, manufacturer, marine and fleet industry sectors. The company offers personal, business insurance, employee benefits and risk management, enabling the clients to manage risk and maximize results.	The company was acquired by AssuredPartners, via its financial sponsors HarbourVest Partners and GTCR, through an LBO on November 17, 2021 for an undisclosed amount.